

Message Text

CONFIDENTIAL

PAGE 01 QUITO 02842 251959Z

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ACTION ARA-10

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AMCONSUL GUAYAQUIL

C O N F I D E N T I A L QUITO 2842

COMMERCE FOR OVERSEAS PRODUCTS DIVISION

E.O. 11652: GDS

TAGS: BEXP, EC

SUBJ: FOREIGN GOVERNMENT TENDER: MINISTRY OF DEFENSE NEED FOR
ROAD BUILDING AND OTHER EQUIPMENT

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1. MINISTER OF DEFENSE ALMEIDA PERSONALLY CALLED COMATT
APRIL 24 WITH REQUEST THAT EMBASSY ASSIST IN OBTAINING FOLLOW-
ING EQUIPMENT:

35318 25 1 - MOTOR GRADER, 140 HP

35317 20 1 - CRAWLER TREAD LOADER, 2-1/2 YARDS

35312 19 1 - TRACK TRACTOR, 140-160 HP

37131 33 2 - DUMP TRUCKS, 7 CUBINC METER CAPACITY

35319 30 1 - WATER WELL DRILLING MACHINE, 6, 8, OR 10 INCHES

34214 42 1 - ELECTRIC GENERATORS, 15 KW, DIESEL-OPERATED,

NON-MOBILE, ADAPTABLE FOR PUMPING WATER.

CUSTOMARY SPARE PARTS FOR THE ABOVE.

2. MINISTER POINTED OUT THAT EQUIPMENT IS TO BE USED FOR
CIVIC ACTION PROJECTS, SPECIFICALLY TO BUILD ROADS TO ISOLATED
VILLAGES ON ECUADOREAN-PERUVIAN BORDER AND PROVIDE THESE
VILLAGES WITH WATER AND ELECTRICITY. HE SAID HE HOPED ACQUI-
SITION COULD BE MADE ON GOVERNMENT-TO-GOVERNMENT BASIS, SINCE
MINISTRY WISHES TO PURCHASE QUIPMENT AT LEAST COST FOR EARLIEST
POSSIBLE DELIVERY. CASH PAYMENT WILL BE MADE.

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3. COMMENT: AS COMMERCE AWARE, FOREIGN MILITARY SALES (FMS) PROGRAM FOR ECUADORE IS CURRENTLY UNDER REVIEW, AND ALTHOUGH DECISION MAY BE TAKEN WITHIN FORESEEABLE FUTURE, ACQUISITION OF ABOVE EQUIPMENT UNDER FMS MIGHT BE DELAYED FOR WEEKS OR EVEN MONTHS. EMBASSY VIEWS THIS SALE AS EXCELLENT OPPORTUNITY TO IMPRESS MINISTRY WITH USG COMMERCIAL SERVICES AND FOR GENERATING FUTURE EXPORT SALES OF EVEN GREATER VALUE. WE THEREFORE REQUEST THAT STATE AND COMMERCE GIVE THIS OPPORTUNITY HIGH PRIORITY. REQUEST THAT IN VIEW OF FMS RESTRICTION, ACTION OUTLINED IN PARA 4 BELOW BE UNDERTAKEN.

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4. REQUEST THAT COMMERCE GIVE THIS OPPORTUNITY SPECIAL HANDLING, REMINDING U.S. SUPPLIERS THAT COST AND SHORT DELIVERY TIMES WILL BE ESSENTIAL. SINCE MINISTER DOES NOT WISH TO PERSONALLY RECEIVE LARGE NUMBER OF OFFERS, U.S. FIRMS SHOULD BE ADVISED TO AIRMAIL PRO-FORMA INVOICES DIRECTLY TO COMMERCIAL SECTION OF EMBASSY, AND TO ENSURE THAT ALL APPROPRIATE DATA, E.G., DELIVERY TIMES, TOTAL CIF COSTS, WARRANTY CONDITIONS, AND SPARE PARTS AVAILABILITY, ARE INCLUDED. AFTER DETERMINATION OF BEST OFFERS RECEIVED, WE WILL THEN PRESENT THESE TO MINISTER.

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